

Organized FARMER

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No. 5

Your PRESIDENT'S REPORT

What Do Our "Institutions" Substitute For?

At the Western Farm Leaders Conference in Banff in March 1961, Mr. Roy C. Buck, Professor of Rural Sociology of Pennsylvania State University, made a statement something like this: "There is no perfect answer, that does not recognize God". Since then I have pondered these words often. I have pondered them when I have thought about farmers and organizations. Last week at Winnipeg in the Co-op Union of Canada Congress, I had occasion to ponder them again. It is easy to say, quite glibly and with perfect sincerity, "I have found the answer". It is so easy, until we realize there is something missing. Could it be that we (Christians?) actually believe we can find answers without God? It could be, and I might be so bold as to say, perhaps we have substituted "institutions" for God. Let's take a look at ourselves.

STORY OF DREAMERS AND COURAGE

In the 1600's, America was in the throes of settlement. In a book written by Fred A. Shannon, called American Farmers' Movements, one can follow the problems of organized farmers from early in 1600 on into the present time. In some ways it is a dreary story, but there is much in it that highlights the courage of farmers, always seeking to fulfill their destiny—human beings and producers of the food needs of a hungry world. There is a continuous seeking for answers to the vexing question of continual change. But they are never perfect answers.

Perhaps one of the main reasons for their difficulties lies in the fact that most farmers were reluctant to change. In the end they always did but never without a struggle to retain those things and traditions they believed in. They were inclined to retain institutions because they liked the institutions rather than seek new ones, that would more suitably match the changing times and conditions.

One of the study groups taking part in the C.U.C. convention spent several hours analyzing farm marketing. The various aspects of co-operative marketing together with the question of marketing boards were thoroughly talked through. I was rather impressed with the report that came from this group. The pertinent paragraph read as follows: "The marketing board's chief function is one of bargaining for price, it was agreed. It can bring discipline and order into the market place, develop planned production and marketing programs, and in general provide the climate in which co-operatives can best carry out the task of assisting the smaller farm family to have a more satisfying life."

Was this a good answer? I thought it was. It is by no means a perfect answer but it does attempt to put first things first. However, later in the conference when it was a question of writing some of these things into C.U.C. policy, the delegates insisted on adding a paragraph that, in my opinion, negates the value of this statement. I do not have the exact wording of the addition but it does, in effect say that marketing boards must be secondary to the co-operative. It simply means that we must be concerned that the

operation of a co-operative is not adversely affected by a marketing board.

What Are We Trying To Do?

What are we trying to do? I have always believed and always will believe that a co-operative is organized for the purpose of helping people, socially and economically. I can see no purpose in organizing a co-operative, merely to have an institution. The first is along the lines of Christian concepts, the latter a form of demagoguery and means little.

If a marketing board can provide a form of social and economic benefit or stability that a co-operative cannot do then this should be the guide to determine which has priority. The Sacred Cow concept should not triumph over reason.

400 Years of Trial And Error

After 400 years of trial and error, it is disappointing to find that we have not progressed further. Farmers have a responsibility to try to improve their lot as a group, in our society, but we must also recognize that there can be no permanent improvement for all farmers by any form of competition between themselves. Again I wonder, are we endangering our future when we insist on standing pat with an answer that at one time may have been right but that progress has now left behind.

I think the co-operative comes as near to being the perfect answer as anything man has yet devised because it follows the concept of Christian doctrine—the brotherhood of man. But we will never find good answers by trying to use the co-operative movement as an instrument of advantage.

Real Opportunity

In this business of bargaining for a price for the farmer's product we must find some clear cut method for realistic bargaining between producer and consumer for the whole product. Any attempt to use co-operatives only as competition for private business is just a compromise. But, once we establish a fair price relationship between the two groups, the co-operative movement will have a real opportunity to fulfill its real purpose. It may not be the perfect answer but in my opinion it does offer more hope than our present system which is based not on brotherhood, but on selfish group pressure tactics.

We received the following letter:

"Am enclosing \$5.00 for Margaret Ward's dues. The fact that she is 99 and in a nursing home for the past three years might interest your readers. She still has her farm land and looks after the business. Her husband came from Ontario in 1905 to homestead in the Vulcan district. In 1920 they moved to the Arrowwood district where they farmed until retirement. One son, Milton, farms at Arrowwood, a younger son, Walter, lives in Brooks, and two daughters, Mrs. Fred Burgess and Mrs. M. N. Underhill, live in Vulcan and Calgary respectively.

MEMBER



HERE IS YOUR F.U.A. MEMBERSHIP PLAQUE — Heavy rust resistant steel. Size 10 x 14". White background, with a red border and lettering. The crest shows a blue sky, white mountains, yellow sheaves on a dark green field. The letters F.U.A. are in yellow on a red band. It will look well on your farm entrance or gate. You will be proud to display it. The price is \$1.50. Orders will be received by our Head Office, 9934-106 Street, Edmonton.

Bigger and Better

We are getting Bigger and (we hope) Better. With this issue The Organized Farmer comes out in a new form. It is different from the one you have seen and received for so many years. This new form offers some distinct advantages which can not be overlooked too easily. We hope you will like it, and that it will serve you better.

With this issue we begin a new Department—Classified Ads. This can be of service in two ways. First by telling our members where they can find things they may need, and secondly, by providing them with a place to advertise those things they have to sell. We believe this to be an important service to all our members, and we hope they will make use of it.

Larger Danish Farms

If one of the proposals of the Danish Royal Commission on Agriculture, now sitting, goes ahead, there will be between 30,000 to 40,000 fewer Danish farmers. Up to now the farming structure has favored the smallholder. Now the commission is proposing to allow small farms to be amalgamated into bigger units. This will halve the number of holdings and double their size to about 28-30 acres.

Closer Liaison With Federated Co-ops

At the last annual meeting of Federated Co-operatives in Saskatoon, a resolution was passed asking the Board to explore the possibilities of closer liaison with the farm organizations.

On Tuesday, April 24th, I attended a meeting in the board room of Federated. Those present were Mr. Fowler, president of Federated; Mr. Gleave, president of the Saskatchewan Farmers Union and the National Farmers Union; Mr. Usick, president of the Manitoba Farmers Union; Mr. Don McNabb, president of the Manitoba Federation of Agriculture, and myself.

We spent most of the day talking about ways and means by which Federated could help farmers reduce their costs. We made plans for a larger meeting in the fall, hoping to have the Executives of the National Farmers Union and Federated meet to lay plans for more exchange of personnel at meetings, etc. and to get more information about the policies of each group.

Mr. Gleave and I met the full board on the 25th. Mr. Gleave outlined some of the problems encountered by all organizations in arriving at policy which would be both helpful and acceptable to all farmers at the family farm level.

I was able to outline to the board the functions, aspirations and the possibilities of F.U. & C.D.A. The board was keenly interested and I have no doubt, will support the program enthusiastically. Some worry was expressed about the possibility of conflict between federations being organized by Federated and an F.U. & C.D.A. program. After some discussion it was agreed there was no need for conflict but rather that these things would complement each other.

Ed. Nelson

Have you made plans for Farmers' Day

Make it a day to remember
in your community.

Farmers' Day is set for Friday, June 8. Here are some suggestions that can help you to make plans for a memorable event:

1. Last year the Lacombe F.U.A. Local sponsored a "town and country day". Each farmer invited a town business man as his guest on a pre-arranged trip to visit a number of farms, to view feedlots, dairy farms, registered seed plots, registered livestock herds, etc.

2. Picnics, ball games, sporting events etc. are always popular.

3. Why not work with the nearest town council in planning a community celebration. This could include a special "pre-exam" program for the high school group.

4. Maybe this is a good chance to let your federal candidates attend a joint meeting, so that you can ask them some questions about farm policies and problems.

IT'S YOUR DAY. MAKE GOOD USE OF IT!

DISTRICT CONVENTIONS

Plans have been made to hold district conventions in all F.U.A. districts commencing with District 11 on June 11th.

We want to stress the importance of every local being represented at the district conventions. This is the clearing house for ideas of the membership expressed through resolutions sent from locals. Each local is entitled to send one delegate for every 10 members or major portion thereof. Visitors are welcome but cannot vote. Be sure to send resolutions you wish discussed to your district secretary.

- District 1—June 20, Grande Prairie
- District 2—June 21
- District 3—June 23, Hazelbluff
- District 4—July 6, St. Paul
- District 5—June 28, Evansburg
- District 6—June 26
- District 7—July 5, Vermilion
- District 8—June, 27, Bawlf
- District 9—June 25, Ponoka
- District 10—June 15, Olds
- District 11—June 11, Youngstown
- District 12—June 14, Pincher Creek
- District 13—June 12, Brooks
- District 14—June 13, Warner

Sub-District Board In District 12

A sub-district board has been formed in District 12. The decision was made at a meeting held on April 11 in the parish hall at Pincher Creek. Fifty-two members from the FUA and FWUA locals of West Wind, Utopia and Chinook attended. Mr. Hans Hasselman, sub-district director chaired the meeting.

The executive consists of the following FUA members: Mr. Henry McGlynn, sub-district director; 1st vice-president, Mr. Hans Hasselman; 2nd vice-president, Mr. A. Therriault. For the FWUA these were elected: Mrs. Inga Marr, sub-district director; 1st vice-president, Mrs. Betty Brower. Sub-district secretary-treasurer is Mr. James Taylor.

Mr. Doug Galbraith from Vulcan gave a very interesting report on the most recent "march" on Ottawa.

Mr. Dick Graham, secretary for the Locals' MSI group, gave his financial report. Mr. Johnson, representative of MSI, told about changes in the coverage.

Be Safety Conscious

Alberta's accident toll over the first two months of this year was running 25 per cent ahead of last year. The unusually cold, snowy winter may be partly blamed for the 5,070 traffic mishaps reported, because the corresponding figure for 1961 was more than 1,000 less.

Nineteen persons died in these traffic incidents and 737 injury cases were reported.

F. U. & C. D. A. YOUNG PEOPLES CAMP

FAIRVIEW COMMUNITY COLLEGE
July 2-7th, 1962

Age 16-20. Registration cost (room, board and tuition) \$20.00 per student.

For information contact Mrs. Bea Chapman, Brownvale or Howard Hibbard, Nampa.

VERMILION SCHOOL OF AGRICULTURE
July 9-14th, 1962

Age 17-21 — Registration \$20.00

Two more camps are tentatively being planned.

- (1) WEST OF EDMONTON.
- (2) AT GOLD EYE LAKE CAMP.

Complete information on program, etc. will be carried in the next issue of The Organized Farmer. In the meantime please contact:

KAY DOWHANIUK,
F.U. & C. D. A. Office,
9934-106 Street, Edmonton, Alta.
Telephone GA 4-0375

Solution For Problem of Membership?

Mr. Hans Hasselman, sub-district director District 12, writes us:

The membership problem in our part of District 12 has been greatly reduced by having FUA locals around Pincher Creek enter into a contract with Medical Services Incorporated. Our three FWUA locals took the initiative and within a short period of time we all signed up in the MSI group insurance plan. I think that within the area of our locals not more than 2% of the farmers do not belong to FUA and MSI. (For MSI see the 4 page adv. in the April issue —Ed.)

My suggestion to other areas without MSI is to take a close look at this and to try to bring about a similar condition in their district as we have around Pincher Creek. You will like it. A group insurance plan is a lot cheaper than an individual single contract.

Another thing we have to take a good look at is the necessity of increasing our membership dues from \$5.00 to say \$7.50. A motion to increase these dues was voted down at the annual convention in Edmonton last year in December. Many delegates were instructed by their local to vote against the increase. Any delegate sent to any convention with such a ticket in his pocket is hogtied to ideas developed in one local only, where all the pros and cons of a subject can't be discussed. Every delegate should be able to consume all the arguments brought forward at the convention, then vote according to his best judgment, and go home and make his fellow members see the reason why

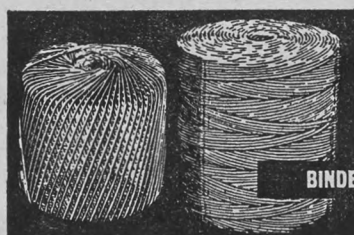
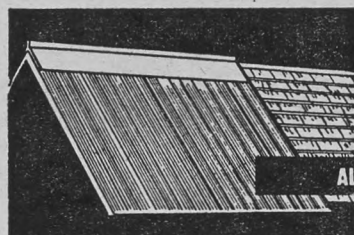
he voted the way he did. If we, members, do not provide the funds to run our organization properly, we will be undermining the foundation on which it rests and operates.

Radio To Run The Farm

A new type of farm equipment has become a legal commodity. It is a low-powered radio transmitter and receiver, operating on a "citizens' band".

Internal communication on a farm can be of vital importance. A radio-telephone system will give the farmer an opportunity to keep in touch with everything that goes on on the farm, even when he is driving a tractor a few miles away. It could help in the field of management, an aspect of farming which will become more and more important in the years to come.

At the moment it is impossible to tell which manufacturers of radio-equipment will go into this new field. Quite a few firms want to wait till a certain trend can be distinguished. It can be expected, however, that, as soon as more than a few sales potentialities show up, quite a scramble for the farmers' dollar will start.



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MAJORITY OF FARM ORGANIZATIONS FAVOR HOG MARKETING BOARDS

The Western Farm Organizations Hog Committee met in Saskatoon in April to hear Eldred Aiken, Ontario Hog Producers' Marketing Board chairman, and J. R. Koehler, general manager, and to decide on further action in the three prairie provinces. A resolution was passed, declaring support for setting up hog marketing boards in Manitoba, Saskatchewan and Alberta and that a plan be formulated in each of the provinces and an education and study program be developed to that end.

Represented at the committee meeting were the Manitoba, Saskatchewan and Alberta farm unions, the Manitoba and Saskatchewan Wheat Pools, the Alberta Livestock Co-operative, the Alberta Federation of Agriculture, the Manitoba Hog Producers Association, the Saskatchewan Swine Breeders Association and the Western Hog Growers Association.

Among visitors for the meeting were R. M. Putnam, Alberta's deputy minister of agriculture, and Mel Tebbutt, president Ontario Farmers Union.

Mr. Aiken said some members of the Ontario board were concerned about western pork cuts being brought into the province by packers who wished to bypass the board. They wondered how to eliminate this competition. He did not think this flow of meat should be stopped entirely but there was a way it could be regulated so no one's market would be hurt.

"I believe the answer is in helping producers of the three western provinces to set up their own hog marketing plan. This would be the first step in a strong national hog marketing plan."

The meeting was not unanimous in its support of the resolution for setting up of hog marketing boards in Manitoba, Saskatchewan and Alberta and that a plan be formulated in each of the provinces and an education and study program be developed to that end. There was division of opinion in organizations supporting marketing boards as to whether farmers were ready to take action and if they would vote for a plan if a vote were called.

The Alberta Federation of Agriculture Board meeting in Edmon-

ton decided to prepare a questionnaire to survey hog producer interest in a marketing board using teletype selling.

These questionnaires will be made available through The Organized Farmer, F.U.A. district conventions and offices of livestock shipping associations.

The interprovincial committee will meet again in June to discuss plans of respective provinces.

Hog Marketing In Coming Months

An increase of 7.7% in hog marketings during the months April, May and June is expected by the Economics Division of the Canadian Department of Agriculture. In the same months of 1961 436,500 hogs were marketed in this province. This year the Division expects marketing of 470,000 hogs for the same period. With the exception of the Maritimes all provinces will show an increase in marketings.

For the months of July to October the expectation is, that 350,000 hogs will be marketed in Alberta, a decline of 17,000 compared with the same months of 1961. In Eastern Canada an increase of about 4 per cent is expected.

From October 1962 to March 1963 only 720,000 hags are expected to reach the market in Alberta, down from nearly 972,000 over the corresponding period of 1961 and 1962. This means a drop of nearly 30 per cent. In Eastern Canada the marketings are expected to keep at about the same level as a year ago.

QUEEN CONTEST IN FULL SWING

The Queen Contest is again in full swing. This year there is a special need for every district to do the utmost as Gold Eye Lake Camp is going to need all possible support if we are going to get it really off the ground. A lot of work on the camp has already been done or is going on, but there is still enough left to be done. Setting up a camp of this size is not the easiest thing. The Queen Contest can give good financial support to it. Another value of the contest is learning to organize an activity and getting everyone in the district to make sure that their Queen candidate has sold the most tickets. The sale of tickets is now going on, but will end May 25. Let everyone help to make the Contest and through it the building of the Gold Eye Lake Camp a success.

SLATTED FLOORS FOR HOGS

Slatted floors, first used by poultrymen, may prove to be both time and money savers for hog producers too. The Drovers Journal reports experiments being conducted at the University of Illinois with wooden and concrete slatted floors, as well as wire mesh floors.

Hogs on wire mesh were cleanest, but did not move around as much as they should and also showed some hoof wear. Wooden and concrete slats produced no hoof wear and were about equal in cleaning ability. Concrete appeared to have a slight advantage from the standpoint of durability, anchorage, stability, and cost.

The hogs' feet push the manure through the openings between slats as they move about in their pens. The manure drops into a pit below and can be pumped out for use as fertilizer or drained down a slope for further removal. Researchers claim increased gains and efficiency for hogs on slatted floors, because they believe the hogs do not pick up parasites or disease organisms

BEHAVIOUR PATTERN OF COWS

Shorthorn cows have a behaviour pattern, and it is not always to the economic advantage of the farmer. When a cow produces four gallons a day, then she has a four gallon grazing pattern. However, when you transfer her to a herd with a two gallon pattern, then it will conform to the grazing pattern of the members of the herd and its milk yield will fall. To get maximum milk production out of Shorthorn cows, high and low yielders must be segregated.

District 4 Team Chooses Objectives

WORKING COMMITTEES ON THEIR WAY

Following the initial meeting at which the Farmer's Union of Alberta and the Co-operative Development Association organized a "District Team" in F.U.A. District 4, a second meeting was held in St. Paul to define the working objectives of the team for the district.

Mrs. Kay Dowhaniuk, Acting Director for F.U. & C.D.A. conducted the meeting with the assistance of Dr. Harold Baker, chief consultant, Centre for Community Studies of the University of Saskatchewan, Saskatoon, and Mr. Paul Babey, Director of District 4 as well as chairman of the team.

The main purpose of the meeting was to determine the type of studies or surveys necessary to ob-

tain information about the district relative to the overall objectives of the team.

Working committees were set up, among them publicity to be headed by Robert Cheshire, vice-president of the team; Bill Swederski was elected as chairman of the educational and leadership committee.

Twenty objectives most important for the team to deal with were presented and placed up for a vote to decide the order in which the suggestions would be dealt with.

First on the list was weed control and seeding; second, marketing boards; third, youth leadership and development programs; fourth, study of ARDA (Agricultural Rehabilitation and Development Act); fifth, a complete survey of all organizations, their aims and purposes.

Other suggestions in the order of preference received were: study and development of community pastures, survey of rural living standards, promotion of local youth organizations such as Jr. FUA, 4-H clubs, etc., study of utilities in rural areas including gas, power, roads, water, sewage, telephones, pest control, FUA public relations, farm and home management services, study of rural industry, study of group dynamics, water drainage and conservation, wildlife and reforestation, farm safety, recreational facilities at community level, technical and vocational training.

Mrs. Dowhaniuk explained to the committee chairmen that they do not have to solve all of the problems presented to them alone. They should call on outside specialists when needed and use all government resources at their disposal to work out solutions.

Sometimes during the summer a third meeting will be called.

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TOO MUCH FINISH ON HOGS COSTS THE FARMER MONEY

In 1961 eighty three per cent of all Grade B hogs in Canada were unable to make the A Grade, because they were too highly finished — or in other words too fat. There is now a difference of \$4.50 existing between Grade A hogs and Grade B's. It is therefore more than profitable enough to make an all-out effort to market more A's.

IMPROVEMENT POSSIBLE

Too much finish is the biggest problem. The second biggest one is the failure to market hogs at the proper weight. Nearly 25% of all Grade B's could have been A's, but didn't make it because they narrowly missed the proper weight range of 135 lbs to 170 lbs warm carcass weight.

That improvement in this field can be achieved is shown by John Perkins, manager of the Wainwright Hog Ranch. In 1959 he delivered 48.5% A's. He increased this percentage in 1961 to 69.4%, and in the first two months of this year to 88%. He marketed in 1959 over 1200 hogs, in 1961 nearly 1800.

Mr. Perkins follows on his ranch three basic steps: (1) carefully selecting females and cross-breeding; (2) diluting the finishing ra-

tion; (3) restricting the feed during the growing period.

Using a diluted ration and restricting the feed results in slower growth, but Mr. Perkins believes it shows profits. He doesn't think that the methods he follows are the last word, a great deal more can be done yet to produce a product more acceptable to the processor and consumer. When this is done the producer will also enjoy a better income.

The Ponoka Co-operative Livestock Marketing Association presented in April the Association trophy to Matejka and Sons for having obtained an A grade on 72 per cent of hogs shipped in 1961, the highest among shippers marketing 40 hogs or more. In close competition were: Frank Bednar 71.6 per cent; I. W. Jones 71.1 per cent and R. C. Jones 70 per cent.

The competition is designed to

encourage farmers in the upgrading of their livestock. Former winners of the trophy have been George Reese and Sons, Art Bowle, Chris Cook and W. Bednar.

The approximately 25,000 hogs shipped through the pool last year by 638 farmers averaged 32.3 A grade, comparing favorably with the Canadian average of 32.7 per cent and the Alberta average of 27.4 per cent. These figures however show clearly that there is quite some room for improvement, which will result in a better income for the farmers. Alberta's average of grade A hogs is still below all other provinces. Prince Edward Island is in top place with 53.7 per cent grade A's.

Cost of Cheap Food

The French minister of agriculture, M. Edgar Pisani, recently told agricultural students in Paris, that if Britain joined the Common Market it would mean a rise of \$262.5 million (\$775 million) in the British food bill. He also estimated that the cheap food policy, followed in Britain, West Germany, Japan, Sweden and Switzerland cost the main agricultural producers—the U.S., Canada, Argentina and France—about \$2,250 million (\$6,645 million) a year.

Successful Co-op Course in Calgary

Under the direction of Mr. Jake Fehr, Western Co-operative College, Saskatoon, and Mr. Arnold Platt, United Farmers of Alberta Co-operative Ltd., a Co-op course was held at the Calgary Provincial Building. Under Mr. Fehr's guidance, the principles upon which all sound co-ops operate, were reviewed with special attention given to the four basic principles that form the basis of all co-ops, including consumers' and marketing co-ops and credit unions.

One session was spent on the role of policies and the establishment

of policies in certain areas, such as: authority, personnel budget, methods of financing, pricing etc. Policies must be simple, flexible and complimentary.

Mr. Platt defined communications as a process of passing information from one person to another. He spoke about the many ways in which we can communicate, and of the need of getting more information to the members of the co-ops so that they will be in a better position to make the right decisions.

It was agreed that courses of a similar nature should be continued. There is a need for education and better understanding of the co-ops.

TIMES CHANGE! OR DO THEY?

The following is an excerpt from the Manager's Report to the annual meeting of Canadian Livestock Co-operative (Alberta) Ltd.

Presented March 8, 1932 — Refers to operating year 1931

"As to the hogs, owing to the distressing financial position the farmers found themselves in more bootlegging was done than in former years in an endeavor to avoid local shipping charges and reserve deductions and get every nickel at the moment. The packers, taking advantage of this feeling, have strained every effort through drovers and diverse methods to break the producers away from their organization. In fact I have been bluntly told that they have made up their minds to see to it that our organization did not get the volume under our control if they could help it. It seems that the adverse conditions now existing are being used as a leverage to destroy the whole co-operative movement. What the future holds for your organization will depend to a great extent on the loyalty and support of its members and owing to the manner we now have got the business in hand, if the members will but give their support, I have every confidence that a steady healthy growth will develop from now on. A very encouraging factor is that in the past three months I have had more enquiries regarding the possibilities of organizing shipping Associations than have come forward in the past two years."

Excerpt from General Manager's report to annual meeting of Alberta Livestock Co-operative, presented July 6th, 1961.

"It has been, it is, and will continue to be difficult to maintain or improve our position in regard to (hog) volume. We do believe that between us, the Shipping Associations, the Sales Agency, and all of us who are in any way related to this business of ours, we have collectively done a very good job with the limited tools at our disposal. Our principal difficulty has been either the indifference or apathy of the majority of hog producers or to our inability to impart to the knowledge of what we are trying to do. We do know that we will continue to make every effort toward obtaining a larger percentage of the available livestock supply for competitive and open market sale. Packer procurement practises have not abated, in some instances they have stepped up rather drastically."

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"ALBERTA'S FARM STATION"

CHEC — LETHBRIDGE

DIAL 1090 — 6:45 P.M.

CKYL — PEACE RIVER

RADIO 63 — 7:10 P.M.

SERVING THE ENTIRE PEACE COUNTRY

CJDC — DAWSON CREEK

DIAL 1350 — 7:15 A.M.

CHFA — EDMONTON

En Français

DIAL 680 — 12:45 P.M.

"Journal Agricole Lundi a Vendredi incl."

Commentateur — Tharcis Forestier

BILL HARPER, Commentator

ARM'S LENGTH or CLOSE QUARTERS

**Production Co-ops can be helpful.
Some already in existence.**

To stay at "arm's length" or going in for "close quarters"? Remember these two expressions because they will show up in the near future more often, and it may be necessary to find an answer to this question. With "arm's length" is meant the idea of keeping everybody at an arm's length away from the farming enterprise. It has the advantage, that there is lots of elbow room, and you can use these elbows freely to stick into competitors' ribs, competitors which are often neighbors. It has the distinct disadvantage that somebody else — perhaps big business — can swing a haymaker that can be the end of your economic existence. With "close quarters" is meant to describe a situation wherein a farmer is completely bound up in group implications of co-operative activity, for example a co-op farm. There is much less elbow room, and working with them can only result in severe hindrance to the operation or in even wrecking it.

EFFECTIVE FARMER ASSISTANCE

It is clear to everybody that we are here talking not about consumer but about production co-operatives. There is more than a slight difference between the two. We could say that a consumer co-operative works at "arm's length". This leaves of course the opportunity to throw haymakers in any direction, but in the history of the movement, when there have been any, they have been very few and far between.

With a production co-operative the situation is a little bit different. People started thinking about it when looking for ways to assist the farmer, particularly the small farmer, to effectively achieving his objectives of producing an adequate income and enjoying a satisfying life. The objective is easily enough stated, but less easily translated into some kind of reality. With all the technological changes, the growing complexity of the agricultural and economic problems with which we are faced, remedial measures up till now don't seem to keep up to the pace of the changes.

Not only the farm organizations are thinking about solutions. Big business has already found one for itself that will work for some time: vertical integration, starting its own farm operations and pushing out the individual farmer. We don't want to use nasty words, and for that reason we state only that this is an unacceptable solution, because it increases only the

difficulties of the farmers, it is not a helping hand offered them.

Four Possibilities

Group organization perhaps could be that helping hand. As far as can be seen at this moment, there are four possibilities in this field.

- informal loose neighbourhood arrangements.
- partnerships.
- company.
- co-operatives.

Everyone of these four has its advantages and its disadvantages. As far as the first three are concerned number one appears to lose much of its effectiveness in the near future, if it has not already done so. With partnerships each member is jointly and personally liable. Also there is a degree of instability to such an arrangement. What companies concerns, farmers, generally, tend to shy away from a corporate set-up, because they believe they are too complex and that this type of set-up is for large corporations and not for farmers. Yet there there are advantages, and of course disadvantages.

Form of Company

Various types of production co-operatives are already operating in Canada, including A.I., grazing, fodder, machinery, and co-operative farms. A co-operative is a form of company. There are some differences in the way it does business, and likely in the atmosphere it does business, but legally, they are similar.

As far as honestly can be seen at the moment, maybe this form offers a way out for many diffi-

culties that are besetting us today. It can help to achieve the means of producing an adequate income and enjoying a satisfying life, but those who like to have lots of elbow room and like to throw a haymaker once in a while, better stay out of it, because they will be a detriment to this form of co-operative.

Advantages

There are of course advantages, and we will mention a few of them: limited liability, ease of transferring property, continuing organization, only authorized persons can bind the co-operative, in certain cases greater access to capital, one member—one vote.

However, not under all circumstances can such a co-operative work successfully. In this atmosphere of close co-operation, of working in "close quarters", the human relations factor takes on a more than ordinary importance. Social background, ideologies must be taken into consideration. Simply taking a piece of paper and jotting down the names of a group of neighbours who could participate in such a set-up is not a solution.

Room For Thinking

It must be clear that here is some room for study and thinking. Perhaps a fifth possibility may emerge, better than any of those mentioned above.

From an economic standpoint there is a distinct advantage to a co-operative farm. When enough interest is shown, more information will be gathered and the co-operative branch of the provincial government will be approached about the possibility of setting up co-operative farms in Alberta.

Don't Forget The Rotor

When installing a new distributor cap on the tractor distributor the rotor should always be replaced. In normal use, the air gap between the tip of the rotor and the contacts inside the cap becomes gradually wider as metal is constantly eroded away from the rotor tip and from the contacts. This erosion may gradually reach the point where excessive resistance builds up, preventing full firing from reaching the spark plugs, and causing the spark plugs to misfire. The distributor cap should occasionally be removed and the inside wiped clean with a dry lint-free cloth.



THE WINNERS OF THE F.U.A. SUB-DIST. 7 CURLING PLAY-OFFS held in Amisk are pictured above. From left to right: Cliff Roggensack, lead; Carl Grove, 2nd; Enar Johnson, Mayor of Amisk; Norman Sax, 3rd; Conrad Ingvaldsen, skip, and Lars Sandahl, F.U.A. Sub-District Director. Eight locals entered rinks, and the rink from Melbrae local of Loughheed finished first. This rink also won the District 7 finals at Vermilion, bringing home a trophy and travel alarm clocks all donated by the Alberta Wheat Pool. The Huff foursome from Dewberry, Sub-District 2, topped the second event when they downed the Taylor foursome from Hope Valley, Sub-District 6.

The President's Calendar

- April 2—Meeting with Dr. W. C. Hopper, Economist with C.F.A., in Edmonton
- April 3-6—Canadian Co-operative Congress, Winnipeg
- April 7—National Farmers Union Board Meeting, Saskatoon
- April 11—General Insurance Committee meeting, Edmonton
- April 12—Meeting in Calgary to discuss plans for Co-op Centre at Calgary Stampede
- April 13—Executive Meeting
- April 16—A.F.A. Board Meeting
- April 24-25—Meeting with Federated Co-operatives, Saskatoon
- April 26—F.U.A. Local meeting at Wetasikiwin
- April 30—Attended the Canadian Council on 4-H Annual Meeting in Edmonton
Local meeting at Round Hill

BE CAREFUL WITH SURFACE RIGHTS

WHEN IN DOUBT DON'T SIGN ANYTHING

Some rules to be followed are:

- When a right-of-way buyer calls do not rush into any agreement.

- Take time to figure up all items.

- If you are not satisfied with the agreement or payments, do not sign.

- Be very careful of the paper you sign. Some are quit claims, some are "General release of all claims for damage."

- Request a copy of the agreement.

- Any agreement signed with the Department of Highways can be cancelled, providing this is done by registered mail within 60 days of the signing of the agreement.

- Whenever dealing about surface rights, have witnesses or get the dealings in writing.

- In the event of eventual loss of trees or shrubs for either landscaping or shelter belts; let several witnesses count the trees and be prepared to swear to the amount of trees taken and the height of each tree.

- Items to consider for land taken:

Damages

- permanent improvements such as buildings, fences;
- to drainage systems;
- to fertility build-up, summer-fallow, etc.;
- fruit area or orchard;
- lawn or garden;
- to any crop that is growing at time;

- to trees or shelter belt;
- to shrubbery;
- to well or spring.

- Items to be considered as they affect the remaining property:

- Cutting land off from water supply;
- shrinkage or loss of farming area;
- division of, or a change in, the shape of the farming area.
- obstruction of drainage;
- loss of access to part of the property.

- If there is the least bit of doubt, see a lawyer.

Look for this symbol when you buy seed



FOR SALE

2nd Gen. Registered Thatcher
Wheat, sacked and sealed — \$2.20
Same in bulk — \$1.95
Garry Oats, field inspected — \$1.10
Rodney Oats — \$1.00
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Barley. All field inspected;
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Treating and Sacking Available
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CROP and FEED ASSURANCE

Assure yourself of larger crop yields this year with complete weed control by spraying. U.F.A. Co-op Farm Supply is once again able to give you top quality Weed Spray for all types of weeds and crops at the lowest prices. Sprayers and Weed Spray are available for immediate shipment.

Assure yourself of a well preserved hay crop for next winter by baling. The U.F.A. Co-op Farm Supply is offering the highest quality baler and binder twine at exceptionally low prices. Bale loaders in different sizes for ease of handling are also available at all four of the U.F.A. Co-op Farm Supply Centres.

REMEMBER — for Sprayers, Weed Sprays, Bale Loaders and Twine contact any of the U.F.A. Co-op Farm Supply Centres as listed below.

U.F.A. CO-OPERATIVE LIMITED

RED DEER — GRANDE PRAIRIE — EDMONTON — CALGARY

On Tuesday, April 17th, a delegation representing the ten Western farm organizations—the three Pools, the three provincial Federations of Agriculture, the three Farm Unions and the United Grain Growers—met the Hon. Alvin Hamilton, Minister of Agriculture and presented a supplementary submission in support of a request for special drought assistance for farmers in the three Prairie Provinces who suffered crop failure in 1961.

In January 1962, a further request was presented to the Government by the National Farmers Union for special drought assistance, and a further submission was made on behalf of Western farmers for drought assistance by the Canadian Federation of Agriculture when the Federation met the Cabinet in February. The submission presented on the 17th of April was a follow-up to the submissions which had been made previously.

It was pointed out in the submission that the 132,000 farmers who suffered partial or complete crop failure were in need and that each individually should be awarded some form of special drought assistance. The brief pointed out that those whose crop yields in 1961 were five bushels to the acre, or less, had special need, and it was urged that whatever drought assistance might eventually be decided upon, the greatest portion should go to those with the lowest yields.

The Minister indicated that there was no possibility of any legislative action prior to the close of the 1962 session to provide additional acreage payments as suggested in the brief. He indicated that he had given some thought to providing loans to farmers to be registered against their permit books as a means of assisting them through the 1962 production season. He advised the delegation that further consideration would be given to this question.

Some years ago a power company in Alberta built a high voltage transmission line across the central part of the province for a distance of 75 miles. This meant that the poles for this line went diagonally through many farms, and, of course, this causes a lot of inconvenience to the farmer in working the fields. It took a long time for the parties concerned to come to an agreement, but finally Thursday, April 26, representatives of the power company met in Vermilion with the farmers and FUA officials, and a basis of agreement was reached. A more complete report will be published in the June issue of The Organized Farmer.

A group of potato growers has applied to the Alberta Department of Agriculture for the establishment of a Potato Marketing Board. The Hon. L. C. Halmrast has stated that a decision on the request of the Potato Growers would be made and announced as soon as possible.

McINTYRE'S CURRYING CATTLE OILERS, the ones with the long spiral of curycomb teeth that kills grubs, lice, saves fences, contents cattle. Absolutely does away with spraying, helps produce highest quality beef and half lb. per day extra, worth \$500.00 to stockmen. Guaranteed two years. Comes complete with container, valve and currying oiler, for only \$47.50, plus freight. McIntyre's, Swift Current.

For a cattle shelter a porous wall is better than a solid one, research has shown. A 20% porosity is desirable. This means, for example, that a cattle pen could be made of 8 inch boards spaced 2 inches apart. Wind, of course, blows through the spaces, but it is calmer than if it tumbles over a solid wall. If cattle are more than three feet from a porous wall they are more sheltered than when they are at any spot behind a solid wall.

Grain loss from a moving farm truck can be cut by a simple, inexpensive porous windbreak in front of the box, above the cab. Some of the trouble of crosswinds can be eased by putting short "wings" on the windbreak.

Solicitors for:

U.F.A. Central Co-op, Alberta Livestock Co-op, Alberta Association of Municipal Districts, Northern Alberta Dairy Pool, Central Alberta Dairy Pool, Southern Alberta Dairy Pool, etc.

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Now is the time to contact us. Do you want to buy, sell, or trade your property? We have a well experienced staff to help you.

- (1) For Sale or Trade— $\frac{1}{4}$ sec., full set of buildings, 115 acres cultivated. 40 miles north. Price \$8,000.
- (2) City Home—Very good. Sell or trade for farm. Prefers $\frac{1}{2}$ sec. Price of home,—\$12,500.
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FOR SALE Purebred registered dual purpose Shorthorn bulls of serviceable age, government approved. Apply P. H. Goettel, 1½ mi. E. and 1½ mi. N. of Waskatenau. Ph. R 311.

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\$10.00 per day plus transportation

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ARE YOU PREPARED FOR SPRING?

MACHINERY REPAIRED ?

▶ SEED GRAIN CLEANED?

► FARM HELP HIRED?

PROTECTED AGAINST LIABILITY ???

Farm work is always risky. BUT in the spring, the movement of machinery on public roads — the wandering of livestock — the employment of hired help — the chemical treatment of grain — etc. all increase the hazards of your farming operation.

Your F.U.A. Farmers' Comprehensive Liability Insurance Plan is designed for your protection.

See your local Co-op Insurance agent today. Be fully prepared and protected this spring.

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9934 - 106 Street Edmonton, Alberta

IN THE INTEREST OF PEACE ACTIVE PARTICIPATION NEEDED

by MRS. C. R. BRAITHWAITE

The Annual F.U.A. Convention voted to endorse the Canadian Peace Research Institute. So, to be effective, we must be active participants in the movement.

Briefly the idea for such a research became active in the mind of Norman Z. Alcock, after he had put in years of work in the National Research Council, Telecommunications Research Establishment, England and Atomic Energy of Canada Ltd., Chalk River, Ont.

From these Dr. Alcock went into a partnership with three colleagues, a company designed to put to peaceful uses the knowledge they had gained from a scientific project born of war.

By the time Dr. Alcock was 40 years old he wasn't entirely satisfied with life, and the constant threat of an atomic war loomed large. He took a definite period of time to think of ways and means in which man could direct our great resources toward a peaceful way of life.

Finally a plan became clear and methods began to evolve whereby such a plan might be implemented. This plan is to set up a network of

Peace Research Institutes all over the world staffed by scientists and scholars of every nationality. These organizations would undertake, in as systematic a way as possible, research to determine how to reduce the likelihood of destruction by accidental, deliberate or local wars. They would deal with the central problem of disarmament. Every possible aspect would be studied, and recommendations made.

Three specifically suggested subjects are:

To study the economic effects of a transition from a cold war to a peace economy. This could bring about a more concentrated desire for disarmament among western nations, and provide proof of their sincerity of the eastern nations.

To set up an instant procedure of proving that, if an ICBM went off accidentally, it really was an accident that set it off.

To study how to mitigate the psychological damage done by excluding China so long from the United Nations — or a consideration of the international political and economic climate in which China would have peaceful intent.

Here we are — producers of the most important and precious commodity on earth — babies. With such a responsibility for such a treasure, it falls on every parent to safeguard this treasure in every way they can.

It would seem at last an idea is here, practical, sensible, and workable. All that is absent now is the money. April has been the month selected to start the drive for funds for the Canadian Peace Research Institute. No amount is too small, none too large. When everyone helps to raise the amount needed, we can at last see hope that the flower of our manhood and womanhood will be used to fulfill their plan of life and not be wasted in useless slaughter. It is only when rats, locusts and other predators run wild that wholesale killings are advocated. Surely man, created in the image of God, does not fall into that category.

Any amount may be sent to:

Canadian Peace Research Institute, 541 Bloor Street West, Toronto 5, Ontario.

F.W.U.A. PRESIDENT REPORTS:

Consolidation Time Near

by MRS. C. R. BRAITHWAITE

Recently we had an F.U.A. Executive meeting. A few days later the A.F.A. Board met. At both of these meetings we heard reports from the committees set up to take care of the various commitments of each organization. It gave you a picture of extreme activity, of frustration, of disagreement among farm leaders, and the many farm organizations each striving in their own way to reach these objectives, yet weakened by working singlehandedly so to speak. And yet in the prairie provinces we have another Messiah who believes, when every farmer signs up and pays one dollar into a farm organization, his troubles will be over and a new life will begin. What nonsense and what confusion.

TO CLOSER UNION

In my own opinion the time is fast approaching when we must consolidate our time, money and effort into one organization. This will only come about when the members decide to do so.

At the A.F.A. Board meeting a committee of three was named, to proceed to look into the ways and means of a closer working union between the F.U.A. and A.F.A.

Perhaps some preliminary work should have been done first, such as going into areas of disagreement, policy and procedure. I doubt that any report or findings this committee may bring in is going to change our problem one bit. In essence we are looking for some-

one to come forward with a plan for a perfect farm organization, to be built on the foundation of what we have now. One area of misunderstanding was cleared a little for me at the A.F.A. Board meeting when objection was raised in passing resolutions then immediately passing another in opposition to the first. Right here is where we should start. This means the Resolution Committee should meet some time ahead of convention and go to work in sorting this out. Then the organization concerned should be informed and an agreement reached before the resolution goes before convention. Anyway, the job is there to be done, and will only be done when you and I and all the other members are interested enough to suggest and act, and heaven help us, if we don't do this soon.

Change In School Lands

A public notice has been issued in regard to school lands. Under an Amendment to the Public Lands Act, enacted by the Legislature, effective April 5th, 1962, all lands, previously classified as school lands, are now classified as Public Lands.

The former school lands will now be administered as follows: Non-Settlement (Green or Forestry Areas). Lands in these areas are not available for homestead leases, homestead sales, cultivation leases or agricultural and tree farm sales.

Settlement (or Yellow areas) are now public lands and will become available on and after June 11th, 1962, for application for homestead sales and agricultural and tree farm sales.

Drastic Decline In Income

The realized net farm income for 1961, which does not take into account changes in the farm inventory, was a little higher in 1961 than it was in 1960 (\$1,313,162,000 in 1961 and \$1,303,065,000 in 1960). However, there was a reduction in inventory in 1961 — \$307,210,000 almost all of which represents grain on farms in the three prairie provinces.

In current dollars the net farm income for Western Canada was 45% below that of 1949. But the real change in income—what it will buy—must be measured in dollars of the same value. In 1949 (or constant) dollars the 1961 net farm income in Western Canada was 59% below that of 1949.

These drastic declines in total farm income would of course be completely intolerable were it not that farmers are leaving agriculture in large numbers. The per capita picture is a little better but still very bad. The average decrease in farm operators during the past 12 years was at a rate of about 19,200 a year. Between 1960 and 1961 about 9,000 farmers gave up the operation of farms. This works out for 1961 that in Western Canada the net income per farm operator was more than 43% lower than it was in 1949. This 43% is an extreme figure, reflecting the drought.

By contrast with all this, workers in manufacturing industries in Canada are receiving more than 80% higher wages per hour and per week than they received in 1949.



**PROTECTION FOR
EVERY FARMER
IN EVERY
TOWNSHIP ON
EVERY CROP**

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To every farmer, the privilege of insuring — it is a case of first come first served with other companies.

Protection in every township in the Province — other companies will not offer protection in many townships and only limited protection in others.

Coverage until threshed, on every crop grown in the Province.

**INSURE AND BE SURE WITH
THE ALBERTA HAIL INSURANCE BOARD**
(SEE YOUR LOCAL AGENT)

F.W.U.A. Conferences

IN DISTRICT 12

More than 100 ladies, representing 13 locals from District 12, met in Arrowwood for the Spring Conference. Mrs. Fred Huddleston, Pincher Creek, district director, and Mrs. Archie Hog, East Longview, and Mrs. Frank Marr, Pincher Creek, both sub-directors, acted as chair-ladies. Mrs. R. Brower, Pincher Creek, was secretary. Miss Lee Williams of Arrowwood spoke words of welcome. Morning Thoughts were given by the Rev. Dickie of the Gleichen United Church. Eleven locals took part in a panel discussion Mrs. F. House acted as moderator. Several resolutions will be sent to the District Convention.

Mrs. Parslow, secr.-treas. of the district, reported that over \$1,000 had been sent to the Gold Eye Camp. The Juniors, however, need help immediately, if they are to be able to complete their project.

During the luncheon hour Mrs. J. Hallum, Sedgewick, sec. vice-pres. F.W.U.A., spoke on the work of the F.W.U.A. with the Mental Health Association, and on the affiliation of the F.W.U.A. with the A.C.W.W.

District 12 Queen candidate, Miss Carol King, Arrowwood, was introduced and spoke briefly. Margaret Ward entertained with two tap dance numbers, Donald Woodman accompanied himself on the accordion as he sang two solos.

Guest speakers at the afternoon session were Mr. and Mrs. Alex Munroe, Calgary, and Mr. C. Jacob, Pincher Creek. Mrs. Munroe spoke about seeding lawns and which flowers, shrubs and trees are suitable for the district. Mr. Jacob, principal of the Pincher Creek Elementary School, spoke about the new way in which arithmetic is now taught in some grades on an experimental basis.

IN DISTRICT 14

The District 14 conference was held in the Lethbridge civic centre with McNally local serving as hostess. Mrs. K. Coaker read the Farm Women's Creed followed by responsive reading of the Lord's Prayer.

Mrs. M. L. Roberts, district director, reviewed her past year's activities, stressing the need for a strong organization.

Committees appointed were Mrs. V. Lien, Courtesy, and Mrs. M. Jacobson, Resolutions.

Mrs. Hartman, Jefferson; Mr. Doenz, Warner; Mrs. Templeton, Readymade, Mrs. Kienholz, Raley, and Mrs. Grant, McNally, reported on the many activities of their locals.

Mr. C. S. Brandley spoke on Laws pertaining to Women. After his talk he answered many questions on legal subjects.

Mrs. Norris of Warner introduced Miss Pheona Kuehn, Junior Queen candidate, who outlined her many activities.

Gordon Bertie, a young accordionist played several numbers.

Mr. C. H. Linn, vice-president of the Alberta Home and School Association reported on the Canadian Conference on Education in Montreal. He deplored the apathy which is curtailing educational progress in Canada as well as in the less developed countries.

F.W.U.A. Hi-Lites

• Berrywater re-adopted their India boy for another year and sent a scrapbook to him. A telephone card party with three hostesses will be held to help the Gold Eye Lake camp fund.

• Heath Local made a donation of \$5.00 to the Salvation Army. Hospital sewing was turned over to Mrs. Chynoweth.

• Imperial FWUA bought 2 books for the Jr. FUA Queen Contest. \$3.00 was donated to the Red Cross. A lunch sale netted \$99.34.

• At Chestermere's meeting Mrs. C. Giles and Mrs. Tanner offered to take care of books and reading material to be sent to the Mental Hospital at Ponoka.

• For Sydenham Gerald Mr. Potvin, principal of an elementary school, spoke about "Drop-outs in School".

• Red Deer Lake had 19 members present at its meeting. A bazaar, to be held in May is planned.

• Fairdonian Valley bought two books for the Jr. Queen Contest and donated \$5.00 to the Red Cross.

• Hairy Hill had 18 members listening to the district home economist.

• McNally's members held a bowling party and made preparations for a card party.

• Gwynne local discussed the report on the Canadian Conference on Education. \$10.00 was given to the Crippled Children's Fund to help a girl in the district.

• Rosyth met under the chairmanship of Mrs. H. Burpee, Har-

disty, and donated \$10.00 to the Salvation Army.

• Bon Accord bought Queen tickets and sent \$10.00 to the Salvation Army. Fifty dollars was donated to the Bon Accord Skating Rink Society.

• Westlock had three visitors. A five dollar donation was made to the A.C.W.W.

• Ascot has decided to have a white elephant sale.

• West Wind is already making preparations for the catering at the district convention to be held in Pincher Creek in June.

• Anthony Hill has sold six cook books and decided to order another six.

• Burnt Lake also has had much demand for cook books. The education convener gave a most interesting talk on Adult Education Recreational Schools. A bingo game netted \$40.00. Half of this amount was given to the FUA local.

• Pollockville sent \$10.00 to the Cancer Fund and the Mental Health Fund each and gave \$15.00 to a family who lost their home through a fire.

• Hillarde members heard a report of Mrs. E. R. Hoskins about the Millet Red Cross. Sewing was distributed and a contribution to the Red Cross fund made.

• Sunnyville sent parcels of baby clothing to the Unitarian Service Fund.

• Smoky Lake ladies will take part in the flower show of the Hospital Auxiliary, and will sponsor a vegetable show.

• Sixteen members and five visitors listened in Edmonton to Mrs. D. Fleming, House Mother-Supervisor from Alberta College. She told of the wonderful work the

college is doing for young and old in the educational field.

• Stapledene decided to present a silver spoon to members on their 25th wedding anniversaries.

• Three Hills catered to a very successful farmers' bonspiel.

• Warner voted unanimously in favor of Mrs. Laura Gibeau to attend the ACWW conference in Australia. Cook books are very much in demand.

• Sunny Hills decided to ask for stop signs on highways for school bus stops, and where children must cross roads when boarding or leaving buses.

• Red Deer distributed the seeds for the Garden Club in which children from 8 to 12 years will take part. An interesting citizenship quiz, set up by Mrs. Confort, was enjoyed.

• Fairdonian Valley voted for Mrs. J. Hallum to send her as ACWW delegate to Australia.

• West Wind is already busy with the preparations for the District 12 convention

Top Music Marks

John Thompson of Millet won in the 55th annual Alberta Music Festival marks of 94 for his performance in the Bach intermediate class. John is a grandson of Mrs. Winnifred Ross, a past president of the F.W.U.A.

Edinglassie-Roros

Bonspiel

Winner in the Edinglassie-Roros FUA Bonspiel was the following rink—Grand Challenge: Mrs. Elsie Pitman, lead; Mrs. Alice Nysetvold, 2nd; John Peterson, 3rd; Willie Johnson, skip.

COMPETITION IMPOSSIBLE?

Start Looking at Overhead

Many manufacturers complain that competition with Western European products is impossible because wages in Western Europe are so much lower. For those who know Western Europe a little bit better than the average North American manufacturer this has always sounded as an excuse. True, labor wages in Western Europe are lower, but quite often the productivity of machines over there is somewhat less.

An American manufacturer unable to match European prices despite higher productivity of his machines and lower labor costs per unit of production, was told the reason why he couldn't compete. His European competitor pointed the finger straight at the real culprit: the usual enormous overhead costs of North American manufacturers. The European plant had 7 top executives while the same American plant had 42 top executives.

These figures of 7 and 42 don't even tell part of the story. Every one of these top executives has his own staff, his expense account, his own office space. One of the first results is: lots of unnecessary expenses. A second one is that each of the 7 top executives in Europe knows more about the operation of the whole plant than any of the 42 in America. A third one is: less duplication, less chances of friction, less time lost in conferences, a better division of responsibilities, faster decision making. Though this isn't the whole story, it is already enough to explain quite a few things.



Your local Alberta Wheat Pool agent is a man skilled at his work. He has been carefully selected and well trained, and is anxious to serve regularly.

He recognizes that as an employee of the Alberta Wheat Pool he is working for farm people and that it is his duty to provide you and your neighbors with the very best grain handling service.

YOUR POOL AGENT IS AN EXPERT AT WORK FOR YOU



Your Pool agent is a good man to know. Ask him about the Pool's patronage dividend policy, its Members Accident Insurance Plan and let him arrange your rapeseed and mustard marketing contracts. He can supply your fertilizer needs and all your seed requirements.

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